

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 04724 040539Z

17

ACTION NEA-10

INFO OCT-01 ISO-00 EB-06 RSC-01 /018 W

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R 040505Z NOV 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 1397

UNCLAS KUWAIT 4724

E.O. 11652: N/A

TAGS; BEXP: KU

SUBJ: MARINE INDUSTRIES CATALOGUE SHOW

REF: A) KUWAIT 1769 B) STATE 22473

1. AS PREVIOUSLY INDICATED, IN REF A WE UNENTHUSIASTIC ABOUT HOSTING CATALOGUE SHOWS. THIS ESPECIALLY TRUE NOW AT TIME WHEN SO MANY OTHER DEVELOPMENTS AND VISITORS DEMAND OUR ATTENTION INCLUDING AN INCREASING NUMBER OF HIGH-LEVEL TRADE AND INVESTMENT MISSIONS. THESE MISSIONS, EVEN WHEN "PRIVATELY" SPONSORED, WE FIND REQUIRE CONSIDERABLE EMBASSY SUPPORT, AND ALL THIS OCCURRING DURING PERIOD WHEN WE OPERATING WITHOUT PREVIOUSLY AUTHORIZED US SECRETARY AND THIRD ECON/COMMERCIAL OFFICER.

2. SOME VERY LIMITED MARKET PROBABLY DOES EXIST FOR MARINE AND BOATBUILDING EQUIPMENT BUT MOST IMPORTANT POTENTIAL END-USER UNITED FISHING CO., SUFFERED LARGE FINANCIAL LOSSES IN 1973 AND IS LIKELY TO, IF ANYTHING, BE CUTTING BACK ON NUMBER OF SHIPS IN OPERATION. SEVERAL NEW LOCAL COMPANIES HAVE ENTERED THE MARINE SERVICES FIELD AND A GROUP OF PRIVATE KUWAITI INVESTORS ARE PLANNING A MODEST DRYDOCK, BUT WE DUBIOUS SIGNIFICANT SALES CAN BE MADE TO KUWAITIS THROUGH MEDIUM OF CATALOGUE SHOW. THIS BECAUSE KUWAITIS RELY ON PERSONAL EXCHANGES FOR IMPORTANT BUSINESS AND AN AMAZING NUMBER OF TRADE MISSIONS FROM LITERALLY EVERY PART OF THE WORLD ARE COMPETING FOR THEIR ATTENTION.

3. NEVERTHELESS, WE WILLING ACCEPT EITHER (BUT NOT BOTH) PREVIOUSLY SCHEDULED SPORTS EQUIPMENT OR PROPOSED MARINE INDUSTRIES CATALOGUE

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SHOW IN ORDER TO TEST VIABILITY THIS PROMOTION TECHNIQUE IN

KUWAIT PROVIDED FOLLOWING CONDITIONS PREVAIL:

A) A THIRD OFFICER ARRIVES BEFORE SHOW MOUNTED.

B) IT DOESN'T CONFLICT WITH OTHER MAJOR PROMOTIONAL EVENTS
OR OFFICIAL VISITS REQUIRING SECTION'S ATTENTION.

C) WE GIVEN AMPLE TIME AND FINANCING TO RESERVE SPACE AT ONE
OF LEADING HOTELS.

4. EMBASSY ALREADY AWARE THAT LARGE, HIGH LEVEL OPIC MISSION
EXPECTED HERE LATE FEBRUARY AND DAN SHEPPART OF USDA BRINGING
PROCESSED-FOODS MISSION TO KUWAIT MAR. 3-7. THIS SHOULD BE KEPT
IN MIND IF IT DECIDED SEND SHOW HERE.
STOLTZFUS

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